



2023 Annual Conference “P^Uwer-Up in Paradise”

Agenda for Monday, September 11

- 7:00 a.m. Breakfast
Sponsored by Midland National
- 8:30 a.m. **Opening Remarks**
Bruce Pope, NAIFA-South Carolina President Elect
- 9:00 a.m. **Who's Leading Your Business**
Liz Parker, LT Results, Author & Speaker
- 10:30 a.m. Break
*Visit our Vendors! Don't forget to fill out a Passport to be entered into a raffle!
(Passports available at Registration)*
- 11:00 a.m. **In-District US Congressman Russell Frye**
- 11:30 a.m. Raffle Giveaways
(Must be present to win)
- 12:00 p.m. Lunch
- 1:00 p.m. **Legislative Update**
*Amber Barnes, Senior VP, State Government Relations, McGuireWoods Consulting
Sara Vernon, Assistant VP, State Government Relations, McGuireWoods Consulting*
- 1:30 p.m. **SC Department of Insurance Interim Director Michael Wise**
- 2:00 p.m. **CE-Cyber Security & AI: How to Protect Yourself and Your Client Data**
Michael Ward
- 3:00 p.m. Adjourn

Join Us at 6:30 p.m. for our 2023 Awards Dinner!

6:30 p.m. Cocktail Hour Reception

7:00 p.m. Dinner & Awards Show

Agenda for Tuesday, September 12

- 7:30 a.m. Breakfast
- 9:00 a.m. **NAIFA-South Carolina Updates**
Casey Chambers, NAIFA-South Carolina President
- 9:30 a.m. **State of NAIFA**
Bryon Holz, NAIFA President
- 9:50 a.m. **IFAPAC Updates**
Michael Head
- 10:00 a.m. Break
*Visit our Vendors! Don't forget to fill out a Passport to be entered into a raffle!
(Passports available at Registration)*
- 10:30 a.m. **2024 Conference Visioning**
*Bruce Pope, NAIFA-South Carolina President-Elect
Tim Williamson, NAIFA-South Carolina Secretary*
- 11:00 a.m. **Ferocious Prospecting**
Chris Gandy, Founder of Midwest Legacy Group LLC, Member of NAIFA Board of Trustees
- 12:30 p.m. Adjourn

Thank You to Our Sponsors!



A POWERFUL SPEAKER LINE-UP



Congressman Russell Frye

In-District US Congressman
South Carolina's 7th District

Monday, September 11 at 11:00 a.m.

Congressman Russell Fry is proud to serve the Grand Strand and Pee Dee as their Representative for South Carolina's Seventh Congressional District.

Russell is a true believer in the American Dream. Growing up he watched his parents work hard for every penny they earned, and since then Russell has been doing the same. He put himself through his undergraduate education at the University of South Carolina and law school at the Charleston School of Law, where he served as president of the Student Bar Association, helped the school achieve its American Bar Association accreditation, and also received the prestigious Civility Award. After this, he practiced law along the Grand Strand for over a decade.

As an Eagle Scout, Russell shares the sentiment that "you should leave your campsite better than you found it." Every day he strives towards a goal that "we should leave our country better than we found it." Growing up, he saw first-hand how government's actions directly affect families living paycheck to paycheck, and he is committed to fighting for those who don't always have a voice.

Russell is a public servant and active member of his community. Prior to this role, he represented State House District 106 (Horry County) in South Carolina's General Assembly for seven years. He served as Chief Majority Whip, where he fought for lower taxes, less government, pro-Second Amendment legislation, and pro-life legislation. Russell also chaired the House Opioid Abuse Prevention Study Committee, which resulted in 18 policy initiatives being signed into law and record funding for opioid prevention, education, and treatment.

Russell is a loving husband to his wife, Bronwen, and dedicated father to their son, James. The family lives in Murrells Inlet with their chocolate lab, Jasper.



Christopher Gandy, LACP

Founder of Midwest Legacy Group LLC, Member of NAIFA Board of Trustees

Session: "Ferocious Prospecting"

Tuesday, September 12 at 10:15 a.m.

Christopher L. Gandy is the Founder and Chief Executive Officer of Midwest Legacy Group (OneAmerica) in Lisle, IL. Gandy is member of NAIFA's National Board of Trustees, he has served as President of NAIFA's Chicagoland chapter and has been a NAIFA member since 2003. He entered the insurance and financial services industry in 1999 after playing professional basketball for the Chicago Bulls and the San Antonio Spurs as well as in L'Hermaine, France.

Gandy serves on NAIFA's Diversity, Equity, and Inclusion Task Force and is a member of the NAIFA 2025 Strategic Planning Committee. He is a highly sought after speaker for industry events and has been a speaker at NAIFA's Performance+Purpose annual conference and published in Advisors Magazine, GQ, Advisor Today and InsuranceNewsNet among other publications.

Gandy is also an active volunteer in the community. He serves on the Board of the Chicago Concussion Coalition, which strives to make amateur sports safer for children, and on the Board of Directors of the Urban League. He is part of the United Way's Young Community Leaders and volunteers for the Big Brothers/Big Sisters organization.



Bryon Holz, CLU, ChFC, LUTCF, LACP

Financial Planner, NAIFA President

Bryon Holz & Associates

Session: "State of NAIFA"

Tuesday, September 12 at 9:30 a.m.

Bryon Holz has served in leadership on various professional boards including as state and local president, two-time national trustee, and current NAIFA President. He was additionally feted with both his local and state association's distinguished service awards and honored to be both a graduate and two-time moderator of NAIFA's prestigious Leadership in Life Institute (LILI).

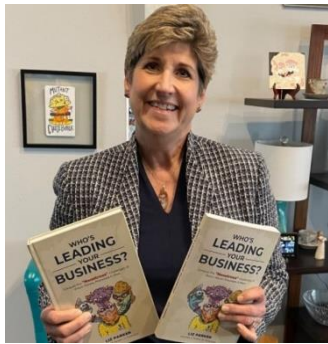
Bryon and his team of associates in Tampa Bay, Florida have been building brighter tomorrows for their clients since 1983, specializing in asset protection, income planning, and wealth conservation strategies.

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A business graduate and Presidential Scholar of the University of Tampa and graduate of the Professional Management Institute in Insurance Marketing Management at Purdue University, Bryon has complimented his industry education with numerous designations, certifications, and credentials.

A life, qualifying, and Top of the Table member of the Million Dollar Round Table, Bryon has served on numerous MDRT and MDRT Foundation committees and has been a featured presenter at three MDRT Annual Meetings.

Holz believes in serving his community and actively supports numerous civic and charitable causes including Instruments of Change, Epilepsy Services Foundation, Scouting, and the Nativity Food Bank among many others. He supports diversity, equity, and inclusion in his profession and is a supporting member of Women in Financial Services.



Liz Parker

Author & Speaker

LT Results

Session: "Who's Leading Your Business"

Monday, September 11 at 9:00 a.m.

Liz Parker founded LT Consultants Inc. over 24 years ago in Hong Kong. Liz uses proven processes to enable business owners and leaders to clearly articulate their visions and identify the business challenges that prevent them from further growth. She is a seasoned facilitator, performance coach, and Vistage Speaker, from Greenville, SC.

Liz is a certified analyst for DISC behaviors, motivators, acumen and other assessment tools through TTI Success Insights and the Seven Stages of Entrepreneurial Growth by Flashpoint! She has worked with multi-national organizations in worldwide leadership development, cross-functional team dynamics, strategic planning, and coaching across Asia-Pacific, Australia, Europe and the UK, the Middle East, South America, and the U.S.

Liz relies on her honesty and integrity to address sensitive issues that others are afraid to discuss. She helps business leaders at all levels and across all industries become more self-aware to uncover the hidden potential in themselves and their businesses.

In her new book, "Who's Leading Your Business, Conquer the "Monstrous" Challenges of Vision, Values, Processes and More" Liz presents 9 Solutions for strategic planning and a creative approach to leadership. You can find the book at: Amazon: Who's Leading Your Business? and more about Liz at www.LTResults.com.



Michael Ward

Chief Executive Officer
Turtle Creek Concepts, LLC

Session: “Cyber Security & AI: How to Protect Yourself and Your Client Data”

Monday, September 11 at 2:00 p.m.

Mike has nearly 20 years of experience in the technology industry helping small businesses and non-profits with their technology needs. As the growing threats of cybersecurity increase, Mike works together with clients to help them understand these risks, secure their systems, and train personnel in order to improve their chances of overcoming cyber events.



Michael Wise

Interim Director
South Carolina Department of Insurance

Monday, September 11 at 1:30 p.m.

Michael Wise was appointed Director of the South Carolina Department of Insurance in May 2023. A South Carolina native and graduate of Furman University, Wise has spent most of his career fostering a well-functioning insurance market that benefits both consumers and insurers alike through fair and responsive regulation. Prior to his appointment as Director, he served as Deputy Director of the Actuarial and Market Services Division, responsible for actuarial analyses, policy form and rate reviews, and the monitoring of traditional insurance markets. He has also been an active participant in the National Association of Insurance Commissioners meetings and initiatives.

Wise believes consumer protection is at the heart of insurance regulation and seeks to balance the affordability and availability of insurance products to ensure South Carolina consumers are protected by strong, solvent carriers. He began his career at the Department in 2009 as a rates analyst before moving into various actuarial and management roles. He has sought to guarantee transparency throughout the rate filing process by encouraging open communication with carriers. He believes a competitive marketplace is key to consumers having access to the insurance products they need at prices that are as affordable as possible while ensuring companies are able to pay claims and remain solvent.

Wise holds a bachelor's degree in mathematics-economics from Furman, is an Associate of the Casualty Actuarial Society, is a member of the American Academy of Actuaries, and is a recent graduate of the South Carolina Executive Institute. Wise is also a recent recipient of the American Academy of Actuaries' Rising Actuary Award.

Director Wise resides with his wife, Jennifer, and two children in Richland County in Columbia, SC.

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